



APPLICATION FOR MEDIUM TERM EXPORT CREDIT INSURANCE QUOTATION INSTRUCTIONS

INTRODUCTION

The Export-Import Bank of the United States (Ex-Im) is an independent federal agency which provides financing support for the export of U.S. goods and services. Several programs are available, including Direct **Loans** to foreign buyers, Financial **Guarantees** of payment for lenders to foreign buyers, **Working Capital Loan Guarantees** of payment by a U.S. exporter to its lender, and **Export Credit Insurance**. Ex-Im issues **Letters of Interest** indicating the eligibility of transactions for these programs, see "Information" below to obtain an application.

These instructions are for an application for export credit insurance by either a lender or exporter on a transaction involving sales (for leases see EIB-92-45) of capital goods and services with a medium repayment term to a single buyer.

INFORMATION about Ex-Im programs; the fact sheets and **forms mentioned in these instructions** and the application; information on Private Export Financing Corporation (PEFCO) export financing; names of: credit reporting and rating agencies, banks interested in export financing, insurance brokers and Ex-Im City/State Participants **may be obtained:**

- from Ex-Im's **website** <http://www.exim.gov> , or
- by calling an Ex-Im **regional office**: MidAtlantic: Washington, D.C. (202) 565-3902,
Midwest: Chicago (312) 353-8081, Northeast: New York (212) 466-2950,
Southeast: Miami (305) 526-7425, Southwest: Houston (281) 721-0465,
West: Los Angeles (562) 980-4580, Orange County (949) 660-1688ext150, San Jose (408) 271-7300 ext104, or
- by calling the Ex-Im Business Development Division **1-800-565-EXIM** (3946), or
- at 811 Vermont Avenue, NW, Washington, D.C. 20571.

REQUIREMENTS TO APPLY for a medium term export credit insurance policy:

There is **NO Application Fee**.

A **non binding insurance premium rate** can be determined using the Ex-Im website **Exposure Fee Calculator** or you may call Ex-Im, see above.

1. The **REASON** Ex-Im's support is requested must demonstrate that the transaction will not go forward without support. See the application form question no. 3.
2. Use of a registered Ex-Im insurance **BROKER** or an Ex-Im **CITY/STATE PROGRAM PARTICIPANT** is recommended but not required. Use of a broker or participant does not affect the Ex-Im premium rate. Regional offices will provide lists of brokers, city/state program participants, and lenders interested in providing export financing. All information provided in an application will be held **confidential**, subject to the Freedom of Information Act, Article 5 United States Code, Section 552.
3. The **APPLICANT** must be either an exporter or a financial institution with an insurable interest in the transaction. A Taxpayer ID number is requested to report on claim payments. The Standard Industrial Code (SIC) Code, gross sales and number of employees are requested to determine eligibility for small business benefits. Gender and ethnic minority ownership interest information are requested but not required. Also, see the **applicant certifications** on page 4 of the **application** and **Attachment 1** to the application, the **Credit Information Checklist**, which is required to demonstrate the ability of the applicant and exporter or supplier to perform the export.
4. The payment obligation must be in U.S. dollars, must be **unconditional** and must be evidenced by a **PROMISSORY NOTE** (single disbursement or grid forms EIB-92-58A or B) or conforming to the requirements listed in endorsements M0092 or M0095 to the insurance policy which allow use of a note form other than Ex-Im's. The signed note must be obtained within 30 days of shipment. Insured banks may be given up to 120 days to obtain a note and provide financing if requested and necessary, but this does not affect the required starting point.

5. The **EXPORT ITEMS** must be capital goods of U.S. origin and the **SERVICES** must be provided by U.S.-based personnel in the U.S. or at the foreign site. Breeding livestock are eligible, see form EIB-92-62 Livestock Questionnaire. Used equipment may be supported if it was originally manufactured in the U.S. and it will be shipped from the U.S., see form EIB-92-63 Used Equipment Questionnaire. Allowance is made for products that are not 100% U.S. origin as follows:

- At least 50% of the production cost **must** be of U.S. origin, excluding a mark up.
- Up to 15% of the contract price may be “eligible foreign content.”
- If more than 15% of the contract price is “eligible foreign content,” Ex-Im may provide support for the U.S. content only.

“**Eligible foreign content**” are components imported from a foreign country but integrated into the product prior to export.

“**Local costs**” are foreign labor or components added after export from the U.S. and may only be included in the price as eligible foreign content if approved by Ex-Im Bank.

See Ex-Im’s Insurance Program Foreign Content Restrictions EIB99-21 and Local Cost Policy EBD-M-05 for details.

“**Items assembled outside the U.S.**” by foreign personnel are **normally ineligible** for insurance cover.

Military items and sales for use by military entities are **normally ineligible**, see EIB-92-61 Defense Product Questionnaire.

Exports are **ineligible** if they result in: loss of U.S. **jobs**,
adverse **economic** impact on U.S. industry, or
adverse **environmental** impact.

Ex-Im has cooperative agreements with some foreign export credit agencies like itself. Ex-Im may be able to provide full support for items which do not meet the domestic content requirements **if** the foreign content is from one of those nations **and** there is no other U.S. competition. Ex-Im’s Content Report Form will be required. See Ex-Im’s Cooperative Insurance Agreements with Foreign Export Credit Agencies (ECAs) EIB99-11.

6. The **PAYMENT TERMS** to be insured are a maximum of 5 years and will be determined by the details of the transaction or credit including price, buyer, borrower, guarantor, item, service and use. Sales to dealers, distributors or others for **resale** are limited to 2 years. Some exceptions, such as, sales of certain aircraft or to match confirmed foreign government supported competition, may be eligible for up to 7 years. “Grace” periods and “balloon” payments are **not** allowed.

| <u>CONTRACT PRICE</u> | <u>MAXIMUM TERM</u> | <u>For Breeding Livestock</u> |
|---------------------------------|---------------------|---|
| less than \$80,000 | 2 years | <u>CONTRACT PRICE</u> <u>MAXIMUM TERM</u> |
| \$80,000 - less than \$175,000 | 3 years | less than \$150,000 - 2 years |
| \$175,000 - less than \$350,000 | 4 years | \$150,000 and more - 3 years |
| \$350,000 or more | 5 years | |

The **CONTRACT PRICE** is the amount to be shown in the exporter’s invoice related to the items to be exported and services to be performed by U.S. based personnel. If there is more than one exporter or supplier under a single contract, the contract price is the sum of their invoice amounts. The contract price includes eligible foreign content but excludes local costs. Shipping and insurance charges may be included in the invoice but, if from a foreign source, are considered part of eligible foreign content. Foreign taxes, duties or customs are excluded.

The **FINANCED PORTION** of the contract price is the amount left after a **required minimum 15% cash payment** due **prior** to delivery or, for bank insureds, funding.

The **INSURED AMOUNT** may not be more than the lesser of:

- **\$10 million**, excluding interest and the premium; or
- **85% of the contract price**; or
- the **U.S. portion** of the contract.

The premium may be included in the insured financed amount without paying “premium on premium.” This will increase the rate (see the Ex-Im website Exposure Fee Calculator).

The **STARTING POINT** of the payment obligation and corresponding first installment are determined by the shipment date(s), installation period (if any), consolidation of notes, and frequency of payments. See Ex-Im’s Guidelines for Starting Points EIB99-16. For semi-annual payments after a single shipment without installation, the starting point is the shipment date and the first installment is due within 6 months.

7. The **BORROWER, GUARANTOR, BUYER and END-USER** must be foreign entities in countries for which Ex-Im is able to provide support, see Ex-Im's **Country Limitation Schedule** (CLS), and may not have trade sanctions in force against them. See the U.S. Department of Commerce website http://www.ita.doc.gov/import_admin/records/status for a list of products and countries with Anti-Dumping or Countervailing Duty sanctions or call Ex-Im's Country Risk Analysis Division at 202-565-3730. See **Attachment 1** of the application and form EBD-M-39 for **credit information** required to evidence the credit ability of borrower and guarantor.

A **GUARANTOR** may be required when the borrower is not deemed creditworthy or under certain circumstances. See form EBD-M-39 Attachment A. For example: guarantors **are required** for the **primary source of repayment** (PSR), which may be **either** the borrower **or** guarantor, under the following circumstances:

- if the PSR is a "start-up" company;
- if the ability of the PSR to pay the debt depends on cash flow from an expansion or new line of business (see EBD-M-39, Attachment A, Part II for exceptions to this requirement on transaction of \$1 million or more);
- if more than 25% of PSR sales are **to** or **from** a related/commonly owned company, its guarantee is required;
- if the PSR is a private, non-financial institution with sales revenue of less than U.S. \$50 million, the insurance requires the personal guarantee of:
 - an owner holding at least 50%, **or**
 - if no individual has a majority position, of any owner(s) holding 20% or more (this requirement is not applicable when no individual holds at least 20%, however a guarantor may still be required).

8. Ex-Im has published **MEDIUM TERM CREDIT STANDARDS**, form EBD-M-39 Attachment A, in order to expedite service. Transactions meeting all of the standards have a high probability of being favorably considered, absent any unusual circumstances.

PART I, transactions of up to and including \$1 million - describes the standards and what can be done if they are not met.

PART II, transactions of greater than \$1 million, up to and including \$5 million - describes the standards and what can be done if they are not met.

PART III, transactions of greater than \$5 million - describes the standards and under what circumstances **required supplemental financial information** in **Attachment C** of EBD-M-39 must be provided.

Applicants are **encouraged to review the standards**. Applicants should determine if transactions of up to and including \$5 million conform to standards and submit calculations showing the standards are met or provide the additional information described therein when standards are not met. This will **significantly reduce the time** to process the application.

INSURANCE COVER offered:

1. Sales must be to a single or to "joint and several" borrower(s). There are **no medium term "multi-buyer"** policies. Applicants may request cover for:
 - Single sale, single shipment** transactions with or without installation by the exporter;
 - Single sale, multiple shipments** transactions, with or without installation by the exporter;
 - Repetitive sales** under a line of credit extended by a financial institution or exporter to a buyer, or sales by multiple exporters to multiple buyers under a medium term line of credit from one bank to another.Applicants will receive a time sensitive binding Commitment from Ex-Im to issue single shipment insurance if approved. Multiple shipment and repetitive sales policies are automatically issued if approved and have a final shipment date. Applicants, their brokers or city/state participants are typically advised by a facsimile letter of decisions to approve, deny or require additional information on applications.
2. **COVERAGE:** Applicants may request:
 - COMPREHENSIVE cover** against all the commercial (including devaluation) and political (excluding devaluation, including transfer/inconvertibility) risks specified in the policy which may cause default, **or** **POLITICAL risks cover** only.Transactions with **sovereign** buyers or guarantors (those offering the full faith and credit of the country of importation) receive comprehensive cover. Applicants related to the borrower will receive political risks cover only.
3. **PRE-SHIPMENT:** Applicants may also request pre-shipment cover against commercial and political events which may cause the buyer to be unable to accept delivery. However, this does not include cover against contract cancellation and may not be combined with an Ex-Im loan or guarantee. A minimum 5% cash payment is required at contract signing or before the effective date of pre-shipment cover. If the CLS requires that a letter of credit be used for the payment, the letter of credit must be issued in order for pre-shipment cover to be in effect. Applicants may also request cover for **progress payments** if such payments are for goods or services to be delivered.
4. **PERCENTAGE OF COVER:** The cover is on **100%** of the principal and interest. Post default interest is covered at 100% of the original rate of interest and only if it is specified in the note. Interest is covered until the date of claim payment or 270 days after default, whichever is earlier. There is a 180 day waiting period to file claims due to commercial risk defaults other than insolvency. There is no waiting period for claims resulting from insolvency or political risk defaults.
5. **CONDITIONALITY:** Insurance is a conditional risk protection product which requires the insured to provide evidence of conformance to the insurance contract (policy) by submission of documents at the time a claim is filed. Insureds are required to report borrowers who are 60 days past due. Single sale, single shipment policies require **PAYMENT OF PREMIUM** prior to shipment. Multiple shipment and repetitive sales policies require insured exporters to pay premium by the 15th day after the end of the month in which shipment takes place. Insured bank premiums are due by the 30th day after the end of the month in which financing takes place. Claims must be filed **within 240 days** after a default.
6. **ASSIGNMENTS:** The proceeds of an insurance policy may be assigned by an insured exporter to a financial institution. Financial institutions receive a "documentary" assignment of proceeds which provides significant protection against both a foreign debtor's default and the risk of non-conformance to the policy by the insured exporter. Insured financial institutions will receive a documentary policy providing the same type of cover as the assignment. Financial institutions may sell insured promissory notes but may not assign the proceeds of the policy.
7. **EXCLUSIONS:** Applicants and potential assignees should read the policy text, declarations, endorsements and special conditions carefully. Exclusions, in addition to those already mentioned, typically include: loss due to the fault of the insured; product disputes unless settled in favor of the exporter; and losses insurable under American Institute of Marine Underwriter's War Risks and Strikes, Riots and Civil Commotion Clauses insurance. The documentary assignment and policy eliminate most exclusions for a financial institution.

END.



APPLICATION FOR MEDIUM TERM EXPORT CREDIT INSURANCE QUOTATION APPLICATION FORM

*Please type the requested information. Add pages if necessary.
Processing of your application may be delayed or the application
may be withdrawn if the requested information is not provided.*

Also see "INSTRUCTIONS" Part 1

(For Ex-Im use only: Policy No. _____ ACS No. _____)

1. Have you applied for an Ex-Im Bank Letter of Interest, Guarantee or Loan for this transaction?

☐ No ☐ Yes, if yes, give: LI# _____ or PC# _____.

2. STATUS of export contract. ☐ Contract awarded to exporter ☐ Contract under negotiation ☐ Responding to bid

3. REASON for seeking Ex-Im support. You **must** check the boxes below which describe the rationale for support.

- ☐ Foreign competition. Give names and countries of competitors and, if any, foreign export credit agencies providing support with the terms offered: _____.
- ☐ Private financing unavailable without Ex-Im credit risk protection. _____
- ☐ None of the above. Explain: _____.

4. Quotation TYPE requested. Check applicable boxes in **both** "a" and "b."

- a) ☐ SINGLE SALE, single shipment ☐ SINGLE SALE, multiple shipments ☐ REPETITIVE SALES
- b) ☐ COMPREHENSIVE, i.e., commercial and political risks cover ☐ POLITICAL risk cover only

5. PRE-SHIPMENT Coverage Requested. (Complete **only** if requesting Pre-shipment Coverage)

- ☐ Yes, we want pre-shipment coverage.
- a) Reason pre-shipment coverage is requested: _____.
- b) Date contract executed or anticipated date of signing: _____.
- c) Estimated period between date of contract and final shipment date of items: _____.
- d) Attach a schedule of any progress payments made or to be made by the borrower during the pre-shipment period. ☐ Attached ☐ None

6. PARTICIPANTS:

a) **Insurance BROKER.** If none, insert "none."

| | | |
|--------------------------|--|---------------|
| Name of Brokerage: _____ | | Broker #: |
| Contact Person: _____ | | Phone #: |
| Fax #: _____ | | E-Mail: _____ |

b) **APPLICANT.** _____ (Ex-Im use only: Insured #: _____)

| | | |
|------------------------|---------------|-------------------------------|
| Applicant Name: _____ | | Phone #: |
| Contact person: _____ | | Fax #: |
| Position Title: _____ | | E-Mail: _____ |
| Street Address: _____ | | City: _____ |
| State/Province: _____ | | Country: _____ |
| Zip/Postal Code: _____ | | |
| Taxpayer ID #: _____ | Duns #: _____ | Congressional District: _____ |

non-banks Fiscal year ended (mo. & yr.): _____ Gross sales revenue in last fiscal year: \$ _____ # of employees: _____

Standard Industrial Code of business: _____ Indicate (Not Required) if owned by a ☐ Woman or ☐ Ethnic Minority, describe: _____

- ☐ Attach the **CREDIT INFORMATION Checklist, Attachment 1**, with required credit information on the applicant.

Financial institution (bank) applicants check one: this application is a ☐ supplier credit or a ☐ buyer credit.

c) **LENDER.** The "lender" is the entity which extends the credit (loan) to the borrower or takes assignment of the policy proceeds.

Check if the lender is also the ☐ applicant or ☐ not yet known or complete the following: (Ex-Im use only: File #: _____)

| | | |
|------------------------|---------------|-------------------------------|
| Lender Name: _____ | | Phone #: |
| Contact person: _____ | | Fax #: |
| Position Title: _____ | | E-Mail: _____ |
| Street Address: _____ | | City: _____ |
| State/Province: _____ | | Country: _____ |
| Zip/Postal Code: _____ | | |
| Taxpayer ID #: _____ | Duns #: _____ | Congressional District: _____ |

- ☐ Check here if the lender wishes to be published by Ex-Im as a potential source of financing for exports.

NOTE: Assignees and lenders who are not the exporter **must** obtain an Exporter's Certificate form 92-07 to submit with claims.

d) **EXPORTER.** The “exporter” is the entity which contracts with the buyer for the sale of the U.S. items and services.

Check if the exporter is also the ☐ applicant or complete the following: (Ex-Im use only: File #: _____)

| | | |
|---|---|-------------------------------|
| Exporter Name: _____ | | Phone #: _____ |
| Contact person: _____ | | Fax #: _____ |
| Position Title: _____ | | E-Mail: _____ |
| Street Address: _____ | | City: _____ |
| State: _____ | | Zip Code: _____ |
| Taxpayer ID #: _____ | Duns #: _____ | Congressional District: _____ |
| Fiscal year ended (mo. & yr.): _____ | Gross sales revenue in last fiscal year: \$ _____ | # of employees: _____ |
| Standard Industrial Code of business: _____ Indicate (Not Required) if owned by a <input type="checkbox"/> Woman or <input type="checkbox"/> Ethnic Minority, describe: _____ | | |

☐ Attach the **CREDIT INFORMATION Checklist, Attachment 1**, with required credit information on the exporter.

e) **SUPPLIER.** The “supplier” is the U.S. entity which produces the items and/or performs the services to be exported.

Check if the supplier is also the ☐ applicant or ☐ exporter or complete the following: (Ex-Im use only: File #: _____)

| | | |
|---|---|-------------------------------|
| Supplier Name: _____ | | Phone #: _____ |
| Contact person: _____ | | Fax #: _____ |
| Position Title: _____ | | E-Mail: _____ |
| Street Address: _____ | | City: _____ |
| State: _____ | | Zip Code: _____ |
| Taxpayer ID #: _____ | Duns #: _____ | Congressional District: _____ |
| Fiscal year ended (mo. & yr.): _____ | Gross sales revenue in last fiscal year: \$ _____ | # of employees: _____ |
| Standard Industrial Code of business: _____ Indicate (Not Required) if owned by a <input type="checkbox"/> Woman or <input type="checkbox"/> Ethnic Minority, describe: _____ | | |

☐ Attach the **CREDIT INFORMATION Checklist, Attachment 1**, with required credit information on the supplier.

f) **BORROWER.** The “borrower” is the entity which agrees to repay the credit (loan). (Ex-Im use only: File #: _____)

| | | |
|-----------------------|--------------------|----------------|
| Borrower Name: _____ | | Duns #: _____ |
| Contact person: _____ | Phone #: _____ | Fax #: _____ |
| Position Title: _____ | | E-Mail: _____ |
| Street Address: _____ | | City: _____ |
| State/Province: _____ | Postal Code: _____ | Country: _____ |

☐ Attach the **CREDIT INFORMATION Checklist, Attachment 1**, with required credit information on the borrower.

g) **GUARANTOR.** The “guarantor” is the entity which agrees to repay the credit if the borrower does not. Complete the information below if a guarantor is proposed or required. (Ex-Im use only: File #: _____)

| | | |
|-----------------------|--------------------|----------------|
| Guarantor Name: _____ | | Duns #: _____ |
| Contact person: _____ | Phone #: _____ | Fax #: _____ |
| Position Title: _____ | | E-Mail: _____ |
| Street Address: _____ | | City: _____ |
| State/Province: _____ | Postal Code: _____ | Country: _____ |

☐ Attach the **CREDIT INFORMATION Checklist, Attachment 1**, with required credit information on the guarantor.

h) **BUYER.** The “buyer” is the entity which contracts with the exporter for the purchase of the U.S. items and services.

Check if the buyer is also the ☐ borrower or ☐ guarantor or complete the following: (Ex-Im use only: File #: _____)

| | | |
|-----------------------|--------------------|----------------|
| Buyer Name: _____ | | Duns #: _____ |
| Contact person: _____ | Phone #: _____ | Fax #: _____ |
| Position Title: _____ | | E-Mail: _____ |
| Street Address: _____ | | City: _____ |
| State/Province: _____ | Postal Code: _____ | Country: _____ |

i) **END-USER.** The “end-user” is the foreign entity which uses the U.S. items and services. (Ex-Im use only: File #: _____)

Check if end-user is also the ☐ borrower or ☐ guarantor or ☐ buyer or

insert “various” for resales and attach a description of the buyers and their location, or complete the following:

| | | |
|-----------------------|--------------------|----------------|
| End-User Name: _____ | | Duns #: _____ |
| Contact person: _____ | Phone #: _____ | Fax #: _____ |
| Position Title: _____ | | E-Mail: _____ |
| Street Address: _____ | | City: _____ |
| State/Province: _____ | Postal Code: _____ | Country: _____ |

j) **RELATED PARTICIPANTS.** Attach a description of any direct or indirect ownership interest, management participation, or family relationship among any of the participants identified in a) Broker through i) End-User above, **if none insert “none”**: _____, or ☐ attached.

k) **OTHER U.S., foreign or multilateral agencies.** ☐ Check if an application for support of this export transaction or related project, if any, has been filed with other U.S., foreign or multilateral agencies and explain: _____.

7. EXPORT ITEMS (Products):

- a) **Description of export items.** Describe the goods and services, including for each export item the *SIC Code (if known), quantity, name, type, model number (if applicable), unit price and use:* _____.
- b) ☐ **Security force/military/police.** Check if the borrower, guarantor, buyer or end-user is associated in *any* way with a security force, if *any* export items are to be used by a security force, or if *any* export items are military or police articles or have a security application, complete and attach Ex-Im's Defense Product Questionnaire form 92-61.
- c) ☐ **Munitions List.** Check if the items are listed on the U.S. Munitions List, Title 22, Code of Federal Regulations, Part 121.
- d) ☐ **Nuclear.** Check if *any* export items are to be used in the construction, alteration, operation, or maintenance of nuclear power, enrichment, reprocessing, research, or heavy water production facilities.
- e) ☐ **Used equipment.** Check if *any* export items are used, complete and attach Ex-Im's Used Equipment Questionnaire form 92-63.
- f) ☐ **Livestock.** Check if the export items are breeding livestock, complete and attach Ex-Im's Livestock Questionnaire form 92-62.
- g) ☐ **Environmental.** Check if the items or services are environmentally beneficial or, are they used in: the generation of power; abatement, control or prevention of pollution; handling toxic substances; or, if they in other ways affect the environment.
- h) **Origin.** ☐ Check if the items are **not** being shipped from the U.S. and explain _____.
☐ Check if the services are **not** being provided by U.S. personnel and explain _____.
☐ Check if assembly is **not** being provided by U.S. personnel and explain _____.
- i) ☐ **Production.** Check if the export item will be used to create or expand production capacity for an exportable product and describe the product, the market for it, the current and anticipated sales level: _____.

8. AMOUNTS AND PAYMENT TERMS:

a) AMOUNTS:

- (1) **CONTRACT PRICE** or, for repetitive sales, **CREDIT LIMIT:** \$ _____ ☐ FOB ☐ FAS ☐ CIF
The price or limit includes "eligible" foreign content but excludes local costs.
- (2) **Eligible foreign content:** \$ _____ (____%) Maximum 50% of production cost. Identify the source and briefly describe any eligible foreign content: _____.
☐ Check if requesting foreign co- or re-insurance, complete and attach a Content Report Form and give name of foreign Export Credit Agency: _____.
- (3) **Cash payment** minimum 15% of contract price: \$ _____ (____%)
(due **prior** to delivery or, for bank applicants, prior to funding)
- (4) **Financed portion** (if greater than \$5 million, see Attachment 1. No. 6): \$ _____ (____%)
- (5) **Insured amount** (maximum: lesser of 85% of contract price or \$10 million or U.S. content): \$ _____ (____%)
- b) ☐ **Insurance premium.** Check if you want Ex-Im to include the premium in the financing and insured amount.
- c) **PAYMENT TERMS:**
- (1) **Frequency.** At least ☐ semi-annually in _____ equal principal installments, plus interest on the declining balance.
If requesting more frequent installments, specify and explain why necessary: _____.
- (2) **Starting point.** Beginning _____ months from date of (maximum: 6 months for semi-annual, 3 months for quarterly, etc.):
☐ Shipment (single shipment) ☐ Installation ☐ Other (multiple shipments) refer to Ex-Im's Guidelines for Starting Points form 99-16. Specify: _____
(e.g., a mean shipment date, a weighted average midpoint of shipments)
- (3) Estimated **date of shipment**, or dates for multiple shipments, or start and end dates for repetitive sales, or completion of installation and training *excluding* any acceptance, retention, or warranty period: _____.
- (4) **Interest rate** to be charged: _____.

9. APPLICANT CERTIFICATIONS

a) The applicant certifies that it is (**check one**):

- ☐ A corporation organized and existing under the laws of the United States, or a jurisdiction thereunder, or an individual or partnership resident in the United States; **or**
☐ A foreign corporation, partnership or individual registered to do business in the United States.

b) The applicant certifies that, to the best of its knowledge and belief, the products and services to be exported in the transaction described in this application are principally **for use as indicated below**. When a sale is made to entities such as distributors primarily for resale, the principal user is considered to be the original purchaser (the distributor), and item (1) should be checked. If, however, the applicant has knowledge or reason to believe that the products will be re-exported from the original buyer's country, please complete item (2):

- (1) ☐ By the buyer in the country specified above.
(2) ☐ If not, name the country (ies) **where** products will be principally used: _____ and
by whom: _____.

c) The applicant certifies that **it is not** currently, nor has it been within the preceding three years:

- (1) debarred, suspended or declared ineligible from participating in any Federal transaction; or
(2) formally proposed for debarment, with a final determination still pending; or
(3) voluntarily excluded from participation in a Federal transaction; or
(4) indicted, convicted or had a civil judgement rendered against it for any of the offenses listed in the Regulations governing _____ Debarment and Suspension (Government Wide Nonprocurement Debarment and Suspension Regulations; Common Rule).

d) The applicant certifies that, to the best of its knowledge and belief, **if** any funds have been paid or will be paid to any person **for influencing or attempting to influence** an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of a Congress in connection with this commitment providing for the United States to insure or guarantee a loan, the applicant **shall complete and submit** Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions. Submission of this statement is a prerequisite for making or entering into this transaction imposed by Article 31, United States Code, Section 1352. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

If Form-LLL is necessary, it may be obtained from Ex-Im. This certification does **not** apply to commissions paid by Ex-Im to insurance brokers.

e) The applicant certifies that it is **not delinquent** on any amounts due and owing to the U.S. Government or its agencies or instrumentalities as of the date of this application.

f) The applicant certifies that the representations made and the facts stated by it in the application for the policy **are true, to the best of its knowledge and belief, and that it has not omitted any material facts**. The applicant agrees that the representations and facts shall form the basis of and **be incorporated in the policy** if issued and that the truth of such representations and facts contained herein shall be a condition precedent to any liability of Ex-Im thereunder. The applicant understands that this certification is subject to the **penalties for fraud** provided in Article 18, United States Code, Section 1001.

g) The Paperwork Reduction Act. Article 5, Code of Federal Regulations Section 1320.8(b)(3) requires Ex-Im to advise applicants:

- (1) the information collected in this application is **necessary to determine the eligibility** of the request.
(2) the information collected will be analyzed to **determine the ability** of the participants to perform the transaction and pay for it.
(3) **public burden** reporting for this collection of information is estimated to average 1 ½ hour per response, including time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the collection of information. Send **comments** regarding the burden estimate or any other aspect of the collection of information, including suggestions for reducing this burden to Office of Management and Budget, Paperwork Reduction Project OMB# 3048-0009, Washington, D.C. 20503.
(4) Ex-Im requires responses to the questions in this application under the **authority** of the Export-Import Bank Act of 1945.
(5) the information collected will be held **confidential** subject to the Freedom of Information Act Article 5, United States Code, Section 552.
(6) Ex-Im may not require the information requested in this application and applicants are not required to respond unless a currently valid OMB control number is displayed on the form (see upper right of each page).

Signature

Print Name and Title

Month/Day/Year

**Send, or ask your insurance broker or city/state participant to review and send, this application to
Ex-Im Bank, 811 Vermont Avenue, NW, Washington, D.C. 20571 or an Ex-Im Regional Office.
See EIB form 92-48 Part 1, "Instructions" for whom to contact with questions.**

Please complete: The applicant was informed about Ex-Im by: ☐ An Ex-Im Regional Office: _____

☐ An Ex-Im City/State Partner: _____ ☐ A U.S. Export Assistance Center: _____

☐ A Broker: _____ ☐ A Bank: _____

☐ A Local Development Authority: _____ ☐ Other (specify): _____

END



**APPLICATION FOR MEDIUM TERM
EXPORT CREDIT INSURANCE QUOTATION**

Information must be complete and current

ALL appropriate blocks must be checked.

ATTACHMENT 1. CREDIT INFORMATION CHECKLIST

1. APPLICANT:

- ☐ Check if not applicable because the applicant is a financial institution (bank), or
- ☐ Current information as described below, is on file at Ex-Im under Guarantee or Policy # _____, or provide at a minimum a & b below:
- a) ☐ Credit agency report, not older than **6 months** from date of application, **or**
- ☐ a check made out to "Ex-Im Bank" for \$35 to acquire a report;
- b) ☐ **If** Financial Statements are **not** included in the Credit Report **or**
- ☐ **if** the contract price is 35% or more of applicant's (exporter's, supplier's) last fiscal year total sales, attach financial statements that are not older than **1 year** from date of application;

2. EXPORTER, if different from the applicant:

- ☐ Not applicable, or
- ☐ Current information (described in 1. above) is on file at Ex-Im under Guarantee or Policy # _____, or
- a) ☐, and/or b) ☐ as above.

3. SUPPLIER, if different from the applicant or exporter:

- ☐ Not applicable, or
- ☐ Current information (described in 1. above) is on file at Ex-Im under Guarantee or Policy # _____, or
- a) ☐, and/or b) ☐ as above.

4. BORROWER:

- If application is for ☐ **political only or sovereign risks** provide "4.a" only, or
- If credit is based on ☐ **a guarantor** provide only "4.a" on the borrower and answer 5, or
- ☐ Current information as described below is on file at Ex-Im under Guarantee or Policy # _____, or provide at a minimum a, b and c below:

- a) ☐ A credit agency report **or** a U.S. Department of Commerce (USDOC) International Company Profile (ICP), not older than **6 months** from date of application, **or**
- ☐ Check if a credit agency report is not applicable because the borrower is a financial institution (bank) or a foreign government agency.
- b) ☐ Bank reports or references from borrower's (including banks and non-sovereign government agencies) principal commercial banks, not older than **6 months** from date of application, **including** bank names, addresses, personal contacts, length of relationships, experience, amount and terms of secured and unsecured credit.
- c) Financial statements as follows in 1 **or** 2:

1) ☐ For **financed amounts of up to and including \$1 million**: Financial statements with notes (preferably audited with opinions and in English; financial institution, i.e., bank, statements **must** be audited) for the previous **3 fiscal year ends** plus interim statements if the latest fiscal year end statements are dated more than **9 months** from date of application. If financial statements are unaudited, they **must** be accompanied by a summary of significant accounting policies used in their preparation.

2) ☐ For **financed amounts of greater than \$1 million**: Audited financial statements with notes and opinions in English for the previous **3 fiscal year ends** plus interim statements if the latest fiscal year end statements are dated more than **9 months** from date of application.

d) ☐ Market indications, if available (not required), as follows: ☐ not available

Name of rating agency: _____ Rating: _____ Date: _____

e) ☐ Spread of financial statements including ratios and cash flow (not required for transactions under \$1 million).

f) Ex-Im's Medium Term Credit Standards, computed according to EBD-M-39, Attachment A, Parts I and II, transactions up to and including U.S. \$5 million (not required but recommended):

- 1) ☐ not computed
- 2) ☐ are **met** and ☐ computations are attached.
- 3) ☐ are **not met**, but ☐ supplemental information described in EBD-M-39 is attached.
- 4) ☐ are not met, but ☐ a **guarantor** is provided.

5. **GUARANTOR(S):**

- ☐ Not applicable [e.g., political only, sovereign, guarantor is not the primary source of repayment (PSR)], or
☐ Current information as described below is on file at Ex-Im under Guarantee or Policy #: _____, or
provide at a minimum a, b and c below.

- a) ☐ A credit agency report **or** a USDOC ICP the same as in 4.a above, **or**
☐ Check if credit agency report is not applicable because the guarantor is a financial institution (bank) or a
foreign government agency.

- b) ☐ Bank reports or references the same as in 4.b above

- c) Financial statements as follows in a **or** b:

- 1) ☐ For **financed amounts of up to and including \$1 million** the same as in 4.c.1 above.
2) ☐ For **financed amounts of greater than \$1 million** the same as in 4.c.2 above.

- d) ☐ Market indications, if available (not required), as follows: ☐ not available

Name of rating agency: _____ Rating: _____ Date: _____

- e) ☐ Spread of financial statements including ratios and cash flow (not required for transactions under \$1 million).

- f) Ex-Im's Medium Term Credit Standards, computed according to EBD-M-39, Attachment A, Parts I and II,
transactions up to and including U.S. \$5 million (not required but recommended):

- 1) ☐ not computed
2) ☐ are **met** and ☐ computations are attached.
3) ☐ are **not met**, but ☐ supplemental information as described in EBD-M-39 is attached.

6. ☐ **EBD-M-39 ATTACHMENT C** is required for transactions (i.e., financed amount excluding interest and Ex-Im premium)
of greater than U.S. \$5 million with non-financial institution buyers who **do not have** market indications.

- ☐ Not applicable. It is **not required** for transactions: of U.S.\$5million or less, with financial institutions, with buyers or guarantors who
have market indications, with sovereign buyers or guarantors, for political risk cover only, or with buyers or guarantors pre-
approved by Ex-Im.

7. **Y2K** For applications submitted **prior to January 1, 2000** submit an Ex-Im Bank Y2K survey on:

- ☐ the applicant, ☐ the exporter, ☐ the buyer, and ☐ the guarantor, or give the policy number(s) for which it has been submitted:

Name of Participant: _____ Policy Number: _____.

8. **MISCELLANEOUS items** which may be attached by the applicant (if any):

- ☐ Calculation of Ex-Im Medium Term Credit Standards (see 4f & 5f above) ☐ EBD-M-39 Attachment C (see 6 above)
☐ Description of end-users and countries after resale (see application 6i) ☐ Description of related participants (see application 6j)
☐ Defense Product Questionnaire 92-61 (see application 7a) ☐ Used Equipment Questionnaire 92-63 (see application 7d)
☐ Livestock Questionnaire 92-62(see application 7e) ☐ Content Report Form for foreign co- or re-insurance (see application 8a2)
☐ Form LLL (see Part II application 9d) ☐ Pro-forma invoice ☐ Letter of Credit ☐ Exporter or supplier product brochure
☐ Buyer/Guarantor/Government - Request for Bid, Mandate, or Contract ☐ Other (specify):_____.

END